

~~Rapid Prototyping Solutions~~

Dr. George Providakes

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Create Partnership That Supports IT Business Models
Draw in
Commercial IT and DOD C2 Community

Theme

PRESIDENTS' FORUM

- Traditional rapid prototype
 - Risk reduction
 - Explore new technology capabilities
 - Early delivery -- “leave behind”
- Obstacles
 - Lack of transition funding, plans, processes
 - Tail -- training, maintenance, ...
 - No business model for C2 IT industry

Traditional Rapid Prototyping Replaced
with
Rapid Solutions and New Partnerships

Why is it worth doing?

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- Introduce new business models
 - Development [alpha, beta, JEFXs,...]
 - Incremental releases [Explorer 1 to 5 versions]
 - User driven purchases [Amazon vs Barnes & Noble]
 - Industry cost reduction [Increase margin at fixed cost to user -- Sony Playstation]
- Sells AF as an important and valuable customer to Aerospace C2 and Commercial IT Industry

Rapid Solution Elements

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- ESC C2 IT Portal posts
 - User CONOPS and desired “effects”
 - “certified” solutions e.g., underwriter
 - Delegated authority and funding that permits the “user” to buy direct thru portal
 - User buys license, usage [time, seats, functionality]
 - AF [DOD] gets out of C2 IT development & support business

- AF oversight by CTO, CKO, and CIO

Industry creates “solutions” through “B2B-like” partnerships with government

New Partnership Models Needed

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- Partnerships with industry needed
 - Multi-level model
 - Dell sells computer minimum partnership
 - MITRE partnership with ESC very deep
 - CSC offered 5 level example,
 - “Order taking” to
 - “Information community”
- Different partnership for rapid solutions
 - Common/preferred product: effectively one vendor
 - Components: competing vendors

Nuggets

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- Rapid solutions with ESC C2 IT broker/portal
- ESC as CTO for C2 IT
- Range of partnerships for rapid solutions